

CLAIMS

What is claimed is:

- 1 1. A method for providing customer-centric collaborative decision making in a
2 business-to-business framework, comprising the steps of:
 - 3 (a) defining a minimum set of attributes;
 - 4 (b) receiving first information regarding each of the minimum set of attributes
5 from a receiving business;
 - 6 (c) receiving second information regarding proposed products or services in
7 terms of the minimum set of attributes, wherein the second information is
8 received from a supplying business;
 - 9 (d) executing a decision process based on the first information and the second
10 information as to which products or services is suitable for the receiving
11 business.
- 1 2. The method as recited in claim 1, wherein the attributes include price, sales,
2 variable costs, fixed cost, and investment.
- 1 3. The method as recited in claim 2, wherein the attributes further include
2 market share, market size, labor cost, material cost, administrative cost,
3 annual expenses, working capital, planning and equipment.
- 1 4. The method as recited in claim 1, wherein the first information and second
2 information are received utilizing a network.
- 1 5. The method as recited in claim 1, wherein the network is the Internet.

1 6. The method as recited in claim 1, wherein the steps are carried out using a
2 system capable of:
3 (a) executing an application capable of performing decision logic;
4 (b) retrieving information from a database in accordance with the decision logic;
5 (c) receiving information from a user in accordance with the decision logic
6 utilizing a user interface;
7 (d) processing the information utilizing the decision logic; and
8 (e) wherein steps (a)-(d) are carried out by a collaborative decision platform
9 capable of accomplishing steps (b)-(d) for different purposes by executing
10 different applications each capable of performing different decision logic.

1 7. A computer program product for providing customer-centric collaborative
2 decision making in a business-to-business framework, comprising:
3 (a) computer code for defining a minimum set of attributes;
4 (b) computer code for receiving first information regarding each of the minimum
5 set of attributes from a receiving business;
6 (c) computer code for receiving second information regarding proposed products
7 or services in terms of the minimum set of attributes, wherein the second
8 information is received from a supplying business;
9 (d) computer code for executing a decision process based on the first information
10 and the second information as to which products or services is suitable for
11 the receiving business.

1 8. The computer program product as recited in claim 7, wherein the attributes
2 include price, sales, variable costs, fixed cost, and investment.

1 9. The computer program product as recited in claim 8, wherein the attributes
2 further include market share, market size, labor cost, material cost,
3 administrative cost, annual expenses, working capital, planning and
4 equipment.

1 14. The system as recited in claim 13, wherein the attributes include price, sales,
2 variable costs, fixed cost, and investment.

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